

## Message Text

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51

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W  
----- 033118

R 031424Z JUN 75  
FM AMEMBASSY MOSCOW  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 782  
AMEMBASSY WARSAW

UNCLAS MOSCOW 7602

USDOC FOR BEWT/TDAD/STECHSHULTE

WARSAW FOR USTDC

E. O. 11652: N/A

TAGS: BEXP, UR

SUBJ: JAMBOR ENTERPRISES EXHIBITION

REF: A. MOSCOW 6903  
B. WARSAW 3362

1. SOVIET MINISTRY OF HEALTH HAS NOT YET PROVIDED SHIPPING  
INFO REQUESTED BY COMMERCIAL OFFICE FOR TRANSMISSION TO JAMBOR.

2. WITH REGARD TO JAMBOR'S PERFORMANCE IN WARSAW (REF B), WE  
ARE CONCERNED THAT SIMILAR DIFFICULTIES MAY BE IN THE MAKING  
IN MOSCOW, TOO. JAMBOR'S REPRESENTATIVE, PETER STEVENS, MET  
WITH SOVIET MINISTRY OF HEALTH'S MEZHEVITINOV APRIL 7 TO DISCUSS  
PLANS FOR JAMBOR ENTERPRISES MEDICAL/DENTAL EXHIBITION IN  
MOSCOW. ACCORDING TO MEZHEVITINOV, STEVENS WAS ADVISED OF AND  
AGREED TO MINISTRY'S POSITION THAT EVENT SHOULD NOT BE ACROSS-  
THE-BOARD DISPLAY OF EQUIPMENT PRODUCED BY JAMBOR'S CLIENT FIRMS  
BUT RATHER DEMONSTRATION OF SELECTED ITEMS IN WHICH SOV MIN  
HEALTH EXPRESSED INTEREST. RECENT MESSAGES BY JAMBOR INDICATE  
HE MAY BE PLANNING TO SHIP FULL LINE OF PRODUCTS.

3. IN OCTOBER '74 JAMBOR, DESPITE EXPLICIT COMMERCIAL OFFICE  
REQUESTS TO SEND ONLY LIMITED AMOUNT OF SAMPLES FOR MINHEALTH,  
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SHIPPED 27 CARTONS OF EQUIPMENT AND LITERATURE, DISPOSAL OF

WHICH CAUSED PROBLEMS WITH MINHEALTH.

4. IN VIEW JAMBOR'S RECORD HERE AND IN WARSAW WE SUGGEST TDAD EMPHASIZE TO JAMBOR THAT HE SHOULD ABIDE BY MEZHEVITINOV - STEVENS AGREEMENT ON PRODUCT DEMONSTRATION IN NOVEMBER '75. UNDER NO CIRCUMSTANCES SHOULD HE SHIP EQUIPMENT UNTIL A) AGREEMENT REACHED ON WHICH EQUIPMENT IS TO BE DEMONSTRATED AND B) SOVIETS PROVIDE SHIPPING INSTRUCTIONS. TDAD MAY ALSO WISH TO REMIND JAMBOR -- AS WE HAVE IN PAST -- THAT WHILE COMMERCIAL OFFICE MOST WILLING TO ASSIST IN COORDINATING EVENT WITH MINHEALTH, WE CANNOT MOVE FASTER OR FARTHER THAN SOVIET OFFICIALS WILLING TO GO.  
STOESSEL

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